



# AGENDA REQUEST FORM

CITY COMMISSION  
MEETING DATE:

07/01/2015

ITEM NUMBER: \_\_\_\_\_

**13**

DEPT. MAKING REQUEST: Police Dept. DATE SUBMITTED: 06/18/2015

CONTACT PERSON(S) NAME: Orlando C. Rodriguez, Police Chief

PHONE: 956 548-7000 FAX: 956 546-2711 E-MAIL: ocrodriguez@cob.us

AGENDA CATEGORY: (TIME LIMIT)

EXECUTIVE SESSION     WORKSHOP     PRESENTATION     DISCUSSION

Length of Time Needed for The Item Above: (3) three (minutes)

(No time limit)

CONSENT     PUBLIC HEARING     ACTION

AGENDA ITEM: (Attach back up material)

"Consideration and Action to Award a Contract for Purchase, Delivery and Maintenance of Body Cameras for the Brownsville Police Department.

AGENDA ITEM HISTORY:  Second Reading     Tabled on \_\_\_\_\_     Discussed on \_\_\_\_\_

Pending Info Received     Other \_\_\_\_\_

FINANCIAL: Budgeted:  YES     NO     N/A

Grant/Matching Funds From:

Funding is available for this project is available through account general fund.

STAFF RECOMMENDATION: (mark your selection)  Approve     Deny

Table for \_\_\_\_\_ weeks     Table Indefinitely     Other: \_\_\_\_\_

OTHER RECOMMENDATION:(Write in advisory board or committee name and recommendation if applicable)

RBW-28-0515  
Brownsville Police Department

ADMINISTRATIVE APPROVAL:  YES     NO

City Manager



## **PURCHASING & CONTRACT SERVICES PROCUREMENT ANALYSIS**

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Date: June 22, 2015  
To: Mr. Charlie Cabler, City Manager  
CC: Mr. Pete Gonzalez, Deputy Assistant City Manager  
Mrs. Ruth Osuna, Assistant City Manager  
Mrs. Stephanie Reyes, Assistant City Manager  
Mr. Michael L. Lopez, City Secretary  
Ms. Orlando Rodriguez, Police Chief  
Mr. Lupe Granado III, Finance Director  
From: Mr. Roberto C. Luna, Jr., Purchasing & Contract Services Director  
Subject: Agenda Item for the City Commission meeting of July 1, 2015:  
"Consideration and Action to Award a Contract for the Purchase, Delivery and Maintenance of Body Cameras for the Brownsville Police Department."

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At the request of the Police Chief, Orlando Rodriguez, the Purchasing and Contract Services Office solicited Request for Proposals for the aforementioned project. Project milestones were accomplished as follows:

1. The legal advertisement appeared in The Brownsville Herald two times on March 22, 2015 and March 29, 2015 and was posted to the Texas Bid system website. A total of ninety-four (94) companies received an invitation to participate; Thirty-one (31) companies downloaded the bid package on the Texas Bid System website.
2. One Pre-bid meeting was conducted on April 2, 2015 at the Purchasing & Contract Services bid room. A total of two (2) vendors were represented at the pre-bid meeting. Requests for clarifications were submitted by vendors during the bidding process. Three addendums were issued during the bidding process.
3. Sealed proposals were received and acknowledged for the subject project on Friday April 10, 2015 at the Purchasing & Contract Services bid room. Six bids were received by the Purchasing office. <sup>[1]</sup> Evaluation Committee Members:
  - a. James Paschall, Police Commander
  - b. Henry Ethridge, Police Commander
  - c. Louie De Leon, Investigator/ Professional Standards Command
  - d. Paul Cantu, Police IT Manager
  - e. Albert Castillo, MIS Network Specialist
4. An evaluation committee meeting was conducted on Monday, April 20, 2015, to discuss the evaluation process and reviewed the proposals submitted for this project. The committee proceeded to score the proposals and request demonstrations/ presentations from the top three firms. *[Bookmark "A" - Evaluation/Score Sheet]*
5. The committee members met again on May 5, 2015, May 12, 2015 and May 13, 2015 to evaluate and request demonstrations from the top three firms. The evaluation committee members came back and ranked Taser as the highest firm.

6. The Purchasing Department and the Police Department entered into negotiations thereafter and have agreed to a final scope and Best and Final Offer. Attached, please find Best and Final Offer (BAFO) for Rugged Police Body Cameras for commission review and approval. *[Bookmark "B" – Best and Final Offer]*

**RECOMMENDATION**

Staff recommends the following:

1. Consideration and Action to Award a Contract for the Purchase, Delivery and Maintenance of Body Cameras for the Brownsville Police Department to Taser International from Scottsdale, Arizona at the pricing structure below for the next five years:
  - Year one \$ 174,120.00
  - Year two \$124,238.80
  - Year three \$124,238.80
  - Year four \$124,238.80
  - Year five \$124,238.80
  - Total \$671,319.34
2. Funding is available for this procurement through general fund.
3. The City of Brownsville Police Administration concurs with this recommendation. Please find attached recommendation from *Mr. James Paschall, Police Commander.* *[Bookmark "C" - Departments Recommendation]*



Evaluation Criteria Score Sheet  
RFP # RBW-28-0515  
Proposal for Brownsville Police Department Rugged Cameras

	G2 Digital Solutions	Safety Vision	Mardel Souza	Govware	Safety Innovations	Taser	Voice Products
Member 1	24	73	38	60	77	81	63
Member 2	41	58	30	49	68	81	59
Member 3	28	50	33	45	65	85	55
Member 4	57	67	58	77	75	86	62
Member 5	21	41	22	58	95	90	60
Sum	171	289	181	289	380	423	299
Average:	34.2	57.8	36.2	57.8	76	84.6	59.8

# TASER International

Protect Truth

17800 N 85th St.  
Scottsdale, Arizona 85255  
United States  
Phone: (800) 978-2737  
Fax: (480) 991-0791

Best & Final Offer



**David DeLeon**  
(956) 548-7011  
ddeleon@cob.us

Quotation

Quote: Q-26311-2

Date: 6/23/2015 1:32 PM

Quote Expiration: 6/30/2015

Contract Start Date\*: 7/1/2015

Contract Term: 5 years

**Bill To:**  
Brownsville Police Department  
600 E. JACKSON ST.  
Brownsville, TX  
US

**Ship To:**  
David DeLeon  
Brownsville Police Department  
600 E. JACKSON ST.DELETE ME  
Brownsville, TX  
US

SALESPERSON	PHONE	EMAIL	DELIVERY METHOD	PAYMENT METHOD
Andrew Grayson	800-978-2737	agrayson@taser.com	Fedex - Ground	Net 30

\*Note this will vary based on the shipment date of the product.

Due Net 30

QTY	ITEM #	DESCRIPTION	UNIT PRICE	TOTAL BEFORE DISCOUNT	DISCOUNT (\$)	NET TOTAL
140	73002	CAMERA SYSTEM, AXON BODY	USD 399.00	USD 55,860.00	USD 55,860.00	USD 0.00
24	70026	EVIDENCE.COM DOCK, AXON SIX BAY	USD 1,495.00	USD 35,880.00	USD 17,940.00	USD 17,940.00
140	85079	TASER ASSURANCE PLAN ETM/ EVIDENCE.COM DOCK ANNUAL PAYMENT	USD 36.00	USD 5,040.00	USD 0.00	USD 5,040.00
24	70033	WALL MOUNT BRACKET, ASSY, EVIDENCE.COM DOCK	USD 35.00	USD 840.00	USD 0.00	USD 840.00
140	85078	ULTIMATE EVIDENCE.COM ANNUAL PAYMENT	USD 660.00	USD 92,400.00	USD 0.00	USD 92,400.00
2,800	85401	INCLUDED STORAGE, 20 GBS PER ULTIMATE LICENSE	USD 0.00	USD 0.00	USD 0.00	USD 0.00
4	73002	CAMERA SYSTEM, AXON BODY	USD 0.00	USD 0.00	USD 0.00	USD 0.00
11,200	85035	EVIDENCE.COM STORAGE	USD 1.50	USD 16,800.00	USD 0.00	USD 16,800.00
1	85056	PREMIUM SERVICE	USD 7,500.00	USD 7,500.00	USD 0.00	USD 7,500.00
140	85100	EVIDENCE.COM INTEGRATION LICENSE: ANNUAL PAYMENT	USD 240.00	USD 33,600.00	USD 0.00	USD 33,600.00

Due Net 30 Total Before Discounts:	USD 247,920.00
Due Net 30 Net Amount Due:	USD 174,120.00

Year 2--Due in 2016

QTY	ITEM #	DESCRIPTION	UNIT PRICE	TOTAL BEFORE DISCOUNT	DISCOUNT (\$)	NET TOTAL
11,200	85035	EVIDENCE.COM STORAGE	USD 1.50	USD 16,800.00	USD 0.00	USD 16,800.00
140	85079	TASER ASSURANCE PLAN ETM/ EVIDENCE.COM DOCK ANNUAL PAYMENT	USD 36.00	USD 5,040.00	USD 0.00	USD 5,040.00
140	85078	ULTIMATE EVIDENCE.COM ANNUAL PAYMENT	USD 660.00	USD 92,400.00	USD 0.00	USD 92,400.00
140	85100	EVIDENCE.COM INTEGRATION LICENSE: ANNUAL PAYMENT	USD 240.00	USD 33,600.00	USD 23,601.20	USD 9,998.80
2,800	85401	INCLUDED STORAGE, 20 GBS PER ULTIMATE LICENSE	USD 0.00	USD 0.00	USD 0.00	USD 0.00
Year 2--Due in 2016 Total Before Discounts:						USD 147,840.00
Year 2--Due in 2016 Net Amount Due:						USD 124,238.80

Year 3--Due in 2017

QTY	ITEM #	DESCRIPTION	UNIT PRICE	TOTAL BEFORE DISCOUNT	DISCOUNT (\$)	NET TOTAL
11,200	85035	EVIDENCE.COM STORAGE	USD 1.50	USD 16,800.00	USD 0.00	USD 16,800.00
140	85079	TASER ASSURANCE PLAN ETM/ EVIDENCE.COM DOCK ANNUAL PAYMENT	USD 36.00	USD 5,040.00	USD 0.00	USD 5,040.00
140	85078	ULTIMATE EVIDENCE.COM ANNUAL PAYMENT	USD 660.00	USD 92,400.00	USD 0.00	USD 92,400.00
140	85100	EVIDENCE.COM INTEGRATION LICENSE: ANNUAL PAYMENT	USD 240.00	USD 33,600.00	USD 23,601.20	USD 9,998.80
2,800	85401	INCLUDED STORAGE, 20 GBS PER ULTIMATE LICENSE	USD 0.00	USD 0.00	USD 0.00	USD 0.00
Year 3--Due in 2017 Total Before Discounts:						USD 147,840.00
Year 3--Due in 2017 Net Amount Due:						USD 124,238.80

Year 4--Due in 2018

QTY	ITEM #	DESCRIPTION	UNIT PRICE	TOTAL BEFORE DISCOUNT	DISCOUNT (\$)	NET TOTAL
11,200	85035	EVIDENCE.COM STORAGE	USD 1.50	USD 16,800.00	USD 0.00	USD 16,800.00
140	85079	TASER ASSURANCE PLAN ETM/ EVIDENCE.COM DOCK ANNUAL PAYMENT	USD 36.00	USD 5,040.00	USD 0.00	USD 5,040.00
140	85078	ULTIMATE EVIDENCE.COM ANNUAL PAYMENT	USD 660.00	USD 92,400.00	USD 0.00	USD 92,400.00
2,800	85401	INCLUDED STORAGE, 20 GBS PER ULTIMATE LICENSE	USD 0.00	USD 0.00	USD 0.00	USD 0.00
140	85100	EVIDENCE.COM INTEGRATION LICENSE: ANNUAL PAYMENT	USD 240.00	USD 33,600.00	USD 23,601.20	USD 9,998.80
Year 4--Due in 2018 Total Before Discounts:						USD 147,840.00
Year 4--Due in 2018 Net Amount Due:						USD 124,238.80

Year 5--Due in 2019

QTY	ITEM #	DESCRIPTION	UNIT PRICE	TOTAL BEFORE DISCOUNT	DISCOUNT (\$)	NET TOTAL
140	85078	ULTIMATE EVIDENCE.COM ANNUAL PAYMENT	USD 660.00	USD 92,400.00	USD 0.00	USD 92,400.00
140	85079	TASER ASSURANCE PLAN ETM/EVIDENCE.COM DOCK ANNUAL PAYMENT	USD 36.00	USD 5,040.00	USD 0.00	USD 5,040.00
2,800	85401	INCLUDED STORAGE, 20 GBS PER ULTIMATE LICENSE	USD 0.00	USD 0.00	USD 0.00	USD 0.00
11,200	85035	EVIDENCE.COM STORAGE	USD 1.50	USD 16,800.00	USD 0.00	USD 16,800.00
140	85100	EVIDENCE.COM INTEGRATION LICENSE: ANNUAL PAYMENT	USD 240.00	USD 33,600.00	USD 23,601.20	USD 9,998.80
<b>Year 5--Due in 2019 Total Before Discounts:</b>						USD 147,840.00
<b>Year 5--Due in 2019 Net Amount Due:</b>						USD 124,238.80

<b>Subtotal</b>	USD 671,075.20
<b>Estimated Shipping &amp; Handling Cost</b>	USD 244.14
<b>Grand Total</b>	USD 671,319.34

Storage beyond what is quoted in the proposal is \$1.50/GB/year.

The integration licenses cover the integration with BPDs CAD/RMS (Spilman). As BPD changes or updates their CAD/RMS vendor, Taser adjust the integration requirements as needed at no additional cost outside the integration license.

Integration for the out years will be offered at the noted discount until June 30, 2015. After that, the license price increases to \$20/mo/user.

## **TASER International, Inc.'s Sales Terms and Conditions for Direct Sales to End User Purchasers**

By signing this Quote, you are entering into a contract and you certify that you have read and agree to the provisions set forth in this Quote and TASER's current Sales Terms and Conditions for Direct Sales to End User Purchasers or, in the alternative, TASER's current Sales Terms and Conditions for Direct Sales to End User Purchasers for Sales with Financing if your purchase involves financing with TASER. If your purchase includes the TASER Assurance Plan (TAP), then you are also agreeing to TASER's current Sales Terms and Conditions for the AXON Flex™ and AXON Body™ Cameras TASER Assurance Plan (U.S. Only) and/or Sales Terms and Conditions for the X2/X26P and TASER CAM HD Recorder TASER Assurance Plan (U.S. Only), as applicable to your product purchase. All of the sales terms and conditions, as well as, the TAP terms and conditions are posted at <http://www.taser.com/sales-terms-and-conditions>. If your purchase includes AXON hardware and/or EVIDENCE.com services you are also agreeing to the terms in the EVIDENCE.com Master Service Agreement posted at <https://www.taser.com/serviceagreement14>. If your purchase includes Professional Services, you are also agreeing to the terms in the Professional Service Agreement posted at <https://www.taser.com/professional-services-agreement>. If your purchase includes Integration Services, you are also agreeing to the terms in the SOW posted at <https://www.taser.com/integrationstatementofwork14>. You represent that you are lawfully able to enter into contracts and if you are entering into this agreement for an entity, such as the company, municipality, or government agency you work for, you represent to TASER that you have legal authority to bind that entity. If you do not have this authority, do not sign this Quote.

**Signature:** \_\_\_\_\_ **Date:** \_\_\_\_\_  
**Name (Print):** \_\_\_\_\_ **Title:** \_\_\_\_\_  
**PO# (if needed):** \_\_\_\_\_

Please sign and email to Andrew Grayson at [agrayson@taser.com](mailto:agrayson@taser.com) or fax to (480) 991-0791

THANK YOU FOR YOUR BUSINESS!

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# BROWNSVILLE POLICE DEPARTMENT



## MEMORANDUM

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TO: MR. ROBERT LUNA  
PURCHASING MANAGER

FROM: JAMES PASCHALL  
COMMANDER, FISCAL MANAGEMENT

**SUBJECT: REQUEST FOR AGENDA ITEM – TASER BODY CAMERAS**

DATE: 06/24/2015

Please see the enclosed quote from Taser International. The purchase is for 140 camera systems, as well as related software, integration with CAD system, and cloud based storage. A committee was formed to evaluate numerous companies and their body camera systems. Taser International was by far the best system we tested. Please see the procurement analysis for further information.

This will be a 5 year contract; the total cost for year 1 is \$174,120.00. Years 2 through 5 will be \$124,238.80 per year.

Funding Source for this purchase is through the City's General Fund

Respectfully submitted,

Enclosure: Quote/Contract Taser International